



Utah Governor's Office *of*
Economic Development

BUSINESS • TOURISM • FILM

UTAH[™]
LIFE ELEVATED[™]

- Preview
 - Special Sessions
 - Report Releases
- Guests Who Want to Do Business With Utah
 - Presenters & Panelist
 - Attendees



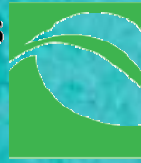
**ROCKY MOUNTAIN
POWER**

wattsmart.c@m



Department of
Workforce Services

greenjobs



Salt Lake
Community
College



State
Energy
Program

UTAH GEOLOGICAL SURVEY

STEP AHEAD.

Ballard Spahr
LLP

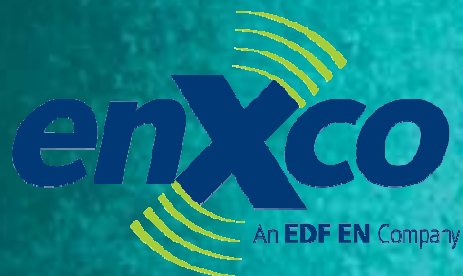
FLYINGSENSORS
PRODUCTIONS

STOEL
RIVES
LLP
ATTORNEYS AT LAW

ZIONS BANK®


USTAR
Turning innovation into industry.


firstwindSM
CLEAN ENERGY. MADE HERE.™



Holme Roberts & Owen LLP
Attorneys at Law



Experience Listens. Be Heard.®



UtahStateUniversity
BINGHAM ENTREPRENEURSHIP
& ENERGY RESEARCH CENTER



- **Utah Generated Renewable Energy Network**
- **Utah Clean Energy**
- **Economic Development Corporation of Utah**
- **Bureau of Land Management**
- **Utah Division of Facilities Construction Management**
- **Utah Manufacturers Association**

- Recycled Paper Programs
- Self Charging Flashlight
- Totes Recycling Water Bottles
- Energy Management Degree
- Buffet Style Lunch
- No Drink Containers



- **Energy & Natural Resources Cluster**
 - **Connect businesses in generation, production, transmission, consumption and manufacturing of traditional and alternative energy resources.**
 - **Responsible energy development and management enables continuation as a leader in low cost energy prices, resource export and technological innovation.**
 - **Conventional**
 - **Alternative**
 - **Renewable/ Efficiency**

Renewable Energy Business Summit - 11/15/10



- To organize state agencies and their partners in economic development and energy in order to best serve energy businesses in Utah.
 - Limit duplication
 - Create synergies
 - Identify gaps



- Camp Williams
- Dugway Proving Ground
- Fort Douglas
- Hill Air Force Base
- Tooele Army Depot



- Social Networking Opportunity
 - WISE: Combined with Salt Lake County/City
- Members
 - Government & Nonprofits
 - Utilities
 - Academia
 - Attorney & Engineering Firms



- Samantha Mary Julian
 - Energy & Natural Resources Cluster Director
 - 801-538-8746 or sjulian@utah.gov
 - <http://business.utah.gov/targeted-industries-energy>



Renewable Energy Business Summit - 11/15/10

Miller Business Resource Center

- Role played in the renewable and energy efficiency marketplaces
 - Strategic business planning assistance
 - Market Research and Assessment
 - Capital Acquisition plan/contacts
 - Business Incubation Space
- Experience:
 - Largest, most comprehensive BRC
 - Staff of successful entrepreneurs
 - Serving over 800 business/year with 15 incubated businesses

Services

- Services you can provide businesses:
 - Mentoring and coaching
 - Strategic planning assistance
 - Market research/assessment
 - Capital acquisition planning
- Problems you can solve for them
 - Developing strategic business plans
 - Market research
 - Capital Acquisition

Best Fit

- Attributes of your “best fit” customer:
 - New startup or existing business
 - Introducing new product or expand product distribution
 - Seeking mentoring, coaching and incubation
- Customer success story:
 - Simplure (green energy conservation)
 - Increased market presence and sales
 - Nine new jobs; Sales \$0 to \$1 million

To Contact Miller Business Resource Center

- Randy N. Schouten
- Randy.schouten@slcc.edu
- 801-957-5259
- Salt Lake Community College, Miller
Campus
- 9750 South 300 West. Suite 214
- Sandy, Utah 84070



The Voice of Industry

Since 1905

Renewable Energy Business Summit – November 15, 2010



Legislative

UMA Saves Manufacturers
Millions of Dollars Every
Year on Sales Tax and
Regulatory Reform



UMA Member Savings

- Workers Compensation Insurance
- Credit Card Processing
- Office Supplies



84% of Utah's \$10.7
billion of exports
are wealth creating
manufactured
goods



Manufacturing has the
largest average monthly
salary of any sector in
the Utah economy



www.umaweb.org

801-363-3885

uma@umaweb.org

Renewable Energy Business Summit – November 15, 2010



Manufacturing Extension Partnership of Utah


Improving the Performance, Growth and Profitability of Utah's Manufacturers

- **What we do.....**
- Improve profitability through Energy Management Systems
- Identify and eliminate waste using the principles of Lean and proven audit techniques for sustainable solutions
- Train and Certify Green Manufacturing Specialists
- MEP Utah is part of a national network with hundreds of specialists who understand the needs of manufacturers. For the past 17 years, they have worked with thousands of manufacturers delivering \$1.3 billion in cost savings annually and \$6.25 billion in increased or retained sales in one year *.



Services

• Our services in energy include:

- Green Manufacturing Specialist Certification
- *LeanErgy!* Energy Audits 
- Energy Management Systems Training and Implementation

• MEP Utah can help you:

- Train and Certify Green Manufacturing Employees
- Create and implement an Energy Policy and Management System



Best Fit

Customers who will benefit:

- Companies that want to combine energy reduction strategies with renewable energy initiatives
- Companies who need trained Certified Green Manufacturing employees

Customer success story:

- High energy costs with no management expertise or involvement
- Using *LeanErgy!* audit determined opportunity, trained management and employees, implemented reduction of waste techniques and tools
- Results: Initial annual cost savings of over \$100,000



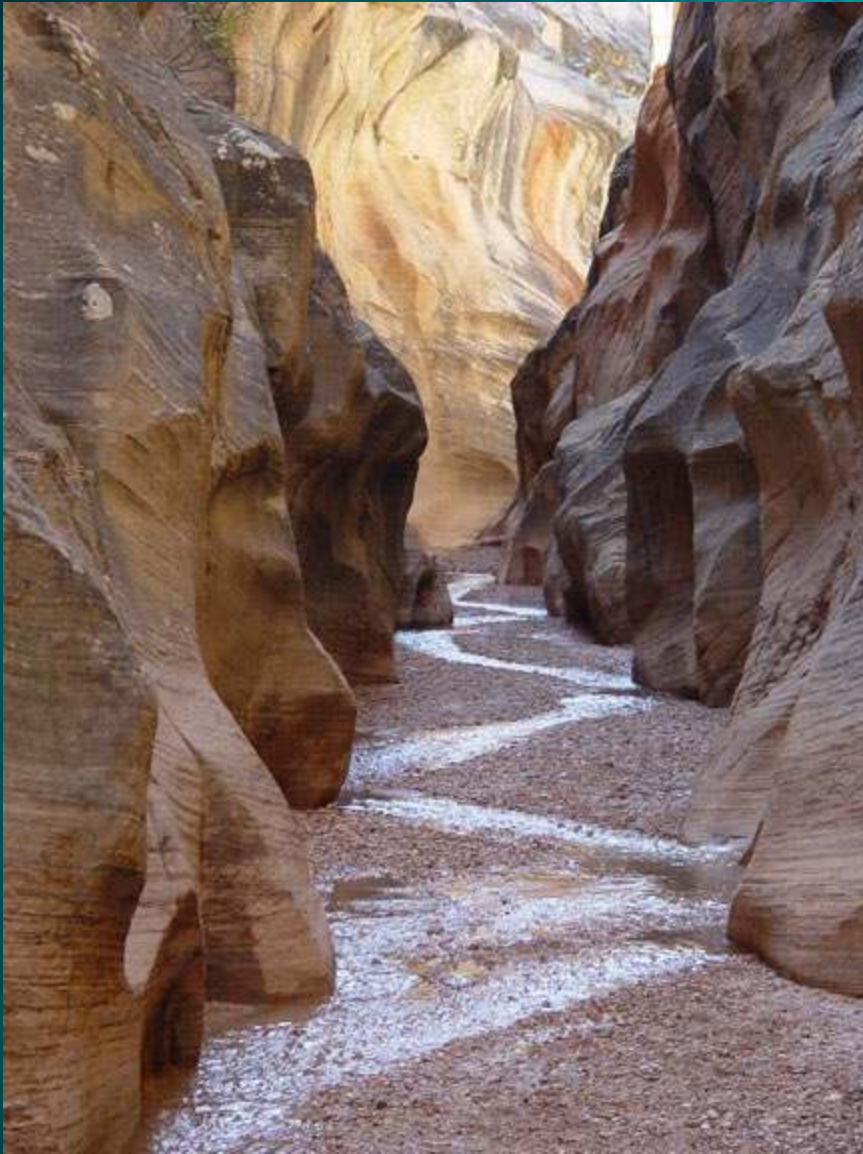
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- mep.org
- 800 West University Pkwy • Orem, UT 84058

Renewable Energy Business Summit
November 15, 2010

Ted Wilson

Governor's 10 Year Utah Energy Initiative



Centers of Excellence

The Future: Smaller, Lighter, Faster

**Improving the velocity and quality
of university/college-related
startup deal flow**

Nicole Toomey Davis
Director, COE Program
November 15, 2010



Utah Governor's Office of
Economic Development
BUSINESS • TOURISM • FILM

Nicole Toomey Davis Director, Centers of Excellence Program
Renewable Energy Business Summit – November 15, 2010

COE Grant and Training Program

- COE is a Grant Funding and Training program
- Eligible Applicants
 - Licensee (company) of technology from a Utah college or university
 - Professor – led teams at a Utah college or university working to commercialize a technology
 - Affiliate companies partnering with a Utah college or university
 - **Service agreement such as testing, prototyping, product design, custom development...**
 - **Sponsored research**
 - **Student projects**



COE Grant and Training Program

- 3 Solicitations a year
- Match Required for November solicitations
 - 2:1 for teams at PhD granting institutions
 - 1:1 for all other teams
- Invoicing
 - Grant Program
 - Company bank account titled same as proposing company
 - Milestone based invoicing



Selection Process – 2 Stages

- Stage 1 – 2 Prescreening Mechanism
 - Applications are pre-screened and recommended to COE
 - “PhD granting” institutions by TCO/TTO
 - USTAR TOIP team review
- Stage 2 – Review by COE Advisory Council
 - Recommendation to fund or not fund



Funding

- Max grant funding for each proposal \$40,000
 - May return 1 time (max of \$80,000 total)
- Funding can be delivered to:
- College or university
 - Either for team or on behalf of affiliate company
- Company (if Licensee)
- Use of funds detailed in proposal/milestones
- Broad use of funds permitted (including technology development, travel, conferences, marketing, etc)



Contract and IP Issues

- Simple contract process
- IP issues/ requirements etc
 - State has no rights to IP
 - If it is a non-license relationship, then IP rights need to be able to be secured / granted
 - IP issues must be resolved before invoicing
- Repayment?
 - No repayment except if the entity moves the technology out of state



To Contact COE

- COE Program Coordinator – Sharon Cox
- SCox@utah.gov
- 801-538-8770
- goed.utah.gov/programs/coe/
- 324 St. State St. Suite 500,
Salt Lake City, UT 84111





Utah Clean Energy

We Partner to Build the New Clean Energy Economy



**UTAH RENEWABLE ENERGY BUSINESS SUMMIT
NOVEMBER 15, 2010**

**SARA BALDWIN
SENIOR POLICY & REGULATORY ASSOCIATE**



We Partner to Build the New
CLEAN ENERGY ECONOMY



- Non-Profit Organization, Est. 2001
 - Policy and Regulatory Advocacy
 - Public Education & Outreach
 - Diverse partnerships and diverse funding
 - Solutions-oriented approach
- www.utahcleanenergy.org**



What We Do

Programs and Projects At-a-Glance



Energy Efficiency Program

Aimed at achieving Utah's energy efficiency goal to increase energy efficiency 20% by 2015 through state and local government policy, utility regulatory intervention, partnering with Utah's building industry, and working with Utah's colleges, universities and other workforce stakeholders.

Utah Building Energy Efficiency Strategies (UBEES)

Designed to increase energy efficiency, high performance building strategies, and on-site renewable energy in state and local government, commercial, and residential buildings.

Clean Energy Policy & Utility Regulatory Work

From renewable energy bills to utility programs to local ordinances, we partner with Utah's elected officials, businesses, community leaders, and governments to expand opportunities for clean energy across Utah.

...



What We Do

Programs and Projects At-a-Glance



Solar Salt Lake – A U.S. DOE Solar America Cities Initiative

Identify and remove barriers to distributed solar energy, work with diverse partners to develop and implement a city and county-level solar implementation plan to facilitate an additional 10 MW of solar installations in Salt Lake City and Salt Lake County by 2015.

Utah Wind Power Campaign

Provide targeted education and outreach, disseminate best practices and model wind ordinances, collaborate with utilities, developers and the state to remove barriers to and advance wind energy in Utah.

Green Workforce

Identify and expand opportunities for workforce and economic development in “green collar” industries and the growing clean energy economy; work with higher education and industry partners, such as Salt Lake Community College, to assist in the development of professional training and continuing education programs to meet the demand for energy efficiency and renewable energy experts.



Expanding the Clean Energy Market in Utah



- HB145So2: Renewable Energy Financing Provisions - 2010
- Net Metering & Interconnection Rules – 2007-2009
- Model Wind Ordinance -2009
- Conservation Enabling Tariff: Enables DSM programs such as Thermwise
- Renewable Energy Tax Credit (renewal) - 2007





Involvement in key energy initiatives



- Utah Renewable Energy Zone (UREZ) Task Force
- Governor's Energy Initiative 10-year energy plan
- PacifiCorp's Integrated Resource Plan
- Utility rate cases and other regulatory dockets
- Utah Renewable Energy Initiative Task Force & BRACC





Expanding the Clean Energy Market in Utah



Empower Utah residents and businesses to get started today!

- Promote available incentives
- Provide education on “how to” for efficiency and renewables
- Keep our audience informed and up-to-date on the latest clean energy news, events and opportunities.





Publications



- Powering Our Future: Solar Salt Lake Implementation Plan (2010)
- Building the Clean Energy Economy: A study on jobs and economic development of clean energy in Utah (2009)
- Utah Schools Saving Energy: Park City School District Project Implementation Guide (2009)
- Utah Energy Efficiency Strategy: Policy Options (2007)
- Energy Efficiency: Utah's High Priority Resource (2006)
- Natural Gas and Electricity Efficiency in Utah: Briefing Paper (2005)

Connect with us – www.utahcleanenergy.org



The screenshot shows the Utah Clean Energy website. At the top is the logo with a stylized 'e' and the text 'UTAH CLEAN ENERGY'. To the right are links for 'HOME', 'ABOUT US', 'OUR WORK', 'POLICIES AND ISSUES', 'HOW TO', 'NEWS', 'PUBLICATIONS', and 'SUPPORT US'. Below the navigation bar is a large banner image of a city skyline with mountains in the background, overlaid with the text 'We Partner to Build the New CLEAN ENERGY ECONOMY'. At the bottom of the banner are five promotional boxes: 'Keep cool save cash' with an image of an air conditioner, 'Enter to Win' with an image of a sign, 'Donate Now' with a green circular button, 'Double Your \$\$' with text about matching donations, and 'Events Calendar' with a calendar icon. Below the banner are links for 'Sign Up' and 'Donate Now'.

Bi-monthly e-newsletter



The banner for the 'Clean Energy Outlook' e-newsletter features the Utah Clean Energy logo on the left and a photograph of a city skyline with mountains in the background on the right.

Find us on Facebook 

twitter

We look forward to partnering with you!



Contact info:

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Senior Policy & Regulatory Associate

Utah Clean Energy

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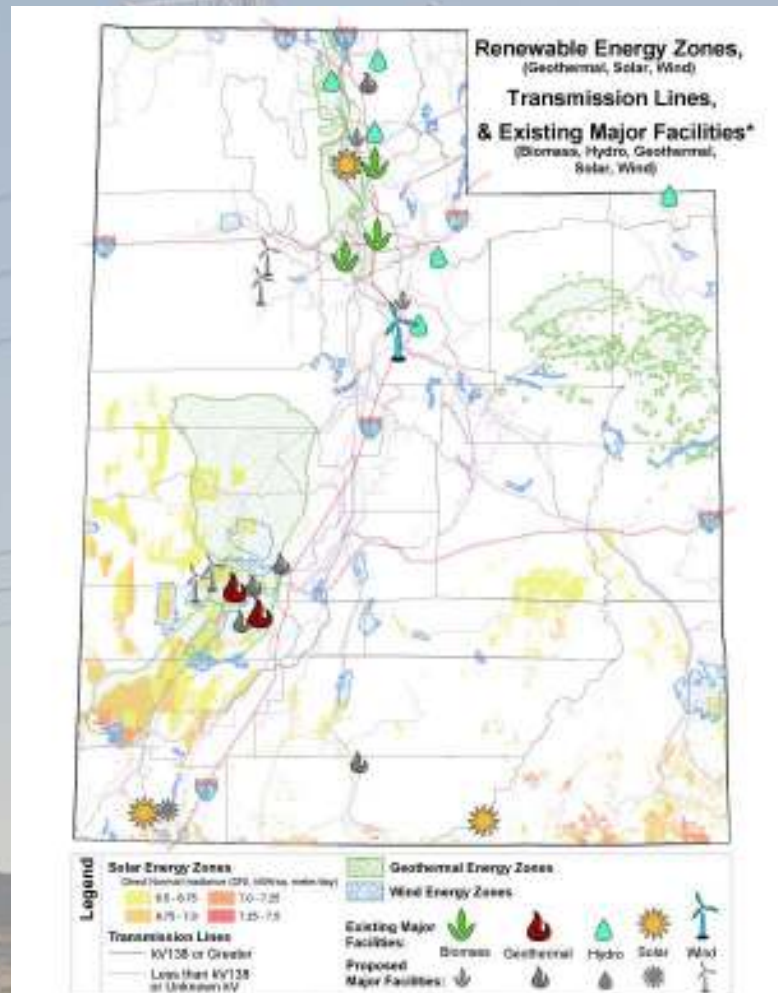


Utah Generated Renewable Energy Electricity Network (UGREEN)

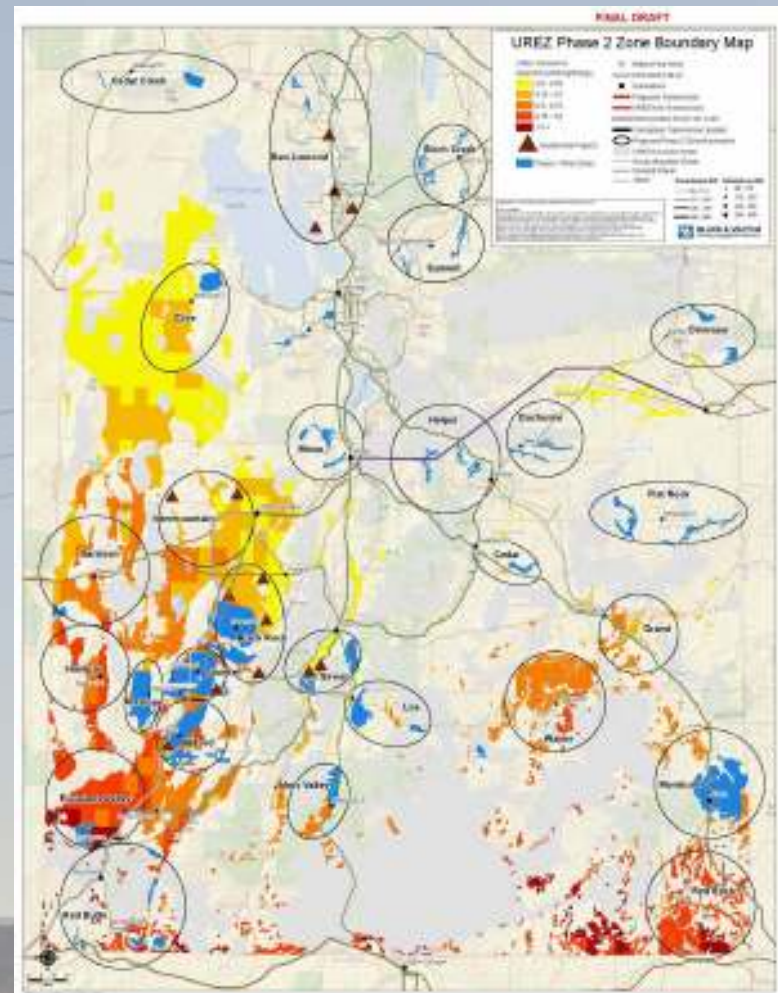
- What is UGREEN?
 - Bonding financing authority created by the 2009 Legislature to connect renewable energy resources to market
 - Support the development of transmission infrastructure projects to bring renewable energy resources to market



Why is UGREEN important in Utah?



Phase I: Identification of Utah's renewable energy resource potential and establishment of REZs



Phase II: Analysis of transmission requirements to connect potential renewable resources to grid

UGREEN Mechanisms of Support

- Letter of Support
 - Ideal for companies/projects in the initial phases of exploration and development seeking State support to strengthen appeals to grant providers, investors, etc
- Memorandum of Understanding
 - Targeted toward companies approaching the middle stages of project development with intention of applying for UGREEN bonds
- Bond Financing:
 - Intended for projects that are in the final states of project development and who intend to build within 12 months of bond authorization
 - UGREEN bonds are NOT general obligation bonds, they are “pass through” bonds
 - The state or its political subdivisions are not liable for an obligation, expense, debt, or liability of the Authority

Contact Information

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Utah State Energy Program

- Role played in the renewable and energy efficiency marketplaces
 - Resource assessment
 - Incentive management
 - Manage programs that increase energy efficiency, renewable energy and energy education in Utah.

Services

- Services you can provide businesses:
 - Anemometer Loan Program
 - SOLRMAP Program
 - Technical Assistance / Outreach
- Problems you can solve for them
 - Help educate planners and policy makers regarding energy
 - Help identify viable resources in Utah
 - Provide education for renewable energy and energy efficiency technologies.

UREZ I & II

- Online interactive mapping tool for:
 - Resource analysis
 - Known available transmission capacity
 - Economics/Costs of renewable energy projects.

Elise Brown / Chris Tallackson

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